# Entrepreneur Franchise of the Day: Express Employment Professionals

In North America, the staffing industry is on track to generate $150 billion annually. Express Employment Professionals reached $3.56 billion in sales in 2018 and has been ranked the No. 1 staffing franchise in Entrepreneur 500 for eight consecutive years! New offices average more than $975,000 in sales in their first year, with mature offices averaging $6.42 million annually. Plus, as an Express franchise owner, you control your life with flexible weekday hours in a professional work environment. Express is a growing franchise with more than 825 locations and 35 years of success.

**Express Employment Professionals – A World Class Franchise**

- #1 Staffing Franchise, Entrepreneur Franchise 500 (2011 – 2019)
- Rated a World-Class Franchise, Express received a 99% rating from franchisees on the quality of the Express franchise system (2006 – 2018)
- Franchise Gator Top 100, Ranked #3

- Franchise Direct Top 100 Global Award (2018)
- Best of Staffing Client Award, Inavero in partnership with CareerBuilder (2011-2015)
- Fastest Growing Franchises, Entrepreneur (2013-2015)
- Hall of Fame Inductee, International Franchise Association (2010)

**Investment requirement:**

Initial franchise fee: $35,000

Total investment: $140,000 to $211,000

Required net worth: $250,000

Liquid capital: $50,000

**Express Franchise Facts:***

- In 2018, the average mature Express franchise territory generated $6.42 million in annual sales.
- The average new owner generates monthly revenue of $140,500 by their 12th month of operation and $214,570 by their 24th month.
- Express franchisees paid an effective royalty of just8.6% in 2018.

*All figures are demonstrated within Item 19 in the Express Franchise Disclosure Document.

**An Express Employment Professionals Franchise**

Express offers new franchise owners the unique chance to build income and equity while helping people grow their careers and impact the local community. It’s a professional business with weekday hours. Individuals with staffing industry experience can also benefit from our “Boost to Ownership” package.

Contact us for more information about this package.

We offer more than just operational support to our franchisees. By providing multi-step marketing campaigns, sales training, and public relations assistance, our franchise owners are able to focus on growing their business. Express also offers annual regional and international training events, as well as continual education for staff and owners via our online university.

## Franchisee Role

Express offers franchisees two ownership models. The Traditional Model requires an investment ranging from $140,000 to $160,000 and an active role in new business development by the franchise owner. The Professional Market Model requires an investment of $185,000 to $211,000 and applies to pre-designated territories with a high propensity for professional staffing. In this model, owners attend customized training and will manage a recruiting staff of two, unlike a traditional office with one person in this role. In both models, our franchisees enjoy the opportunity to own a business, while having a life outside of the office with time to enjoy friends and family.

Successful Express franchisees come from diverse backgrounds, including senior business management, sales, finance, communications, marketing, manufacturing, IT, banking, education, and human resources.

Generally, we look for:

- Sales or business aptitude
- Minimum of five years proven leadership, sales, or sales management experience
- A strong desire to build relationships and make a difference in your community

Our owner-operator business model lets you create your own definition of success. Design your Express office around your strengths – what engages, excites, and challenges you.

https://www.entrepreneur.com/franchises/expressemploymentprofessionals/282332